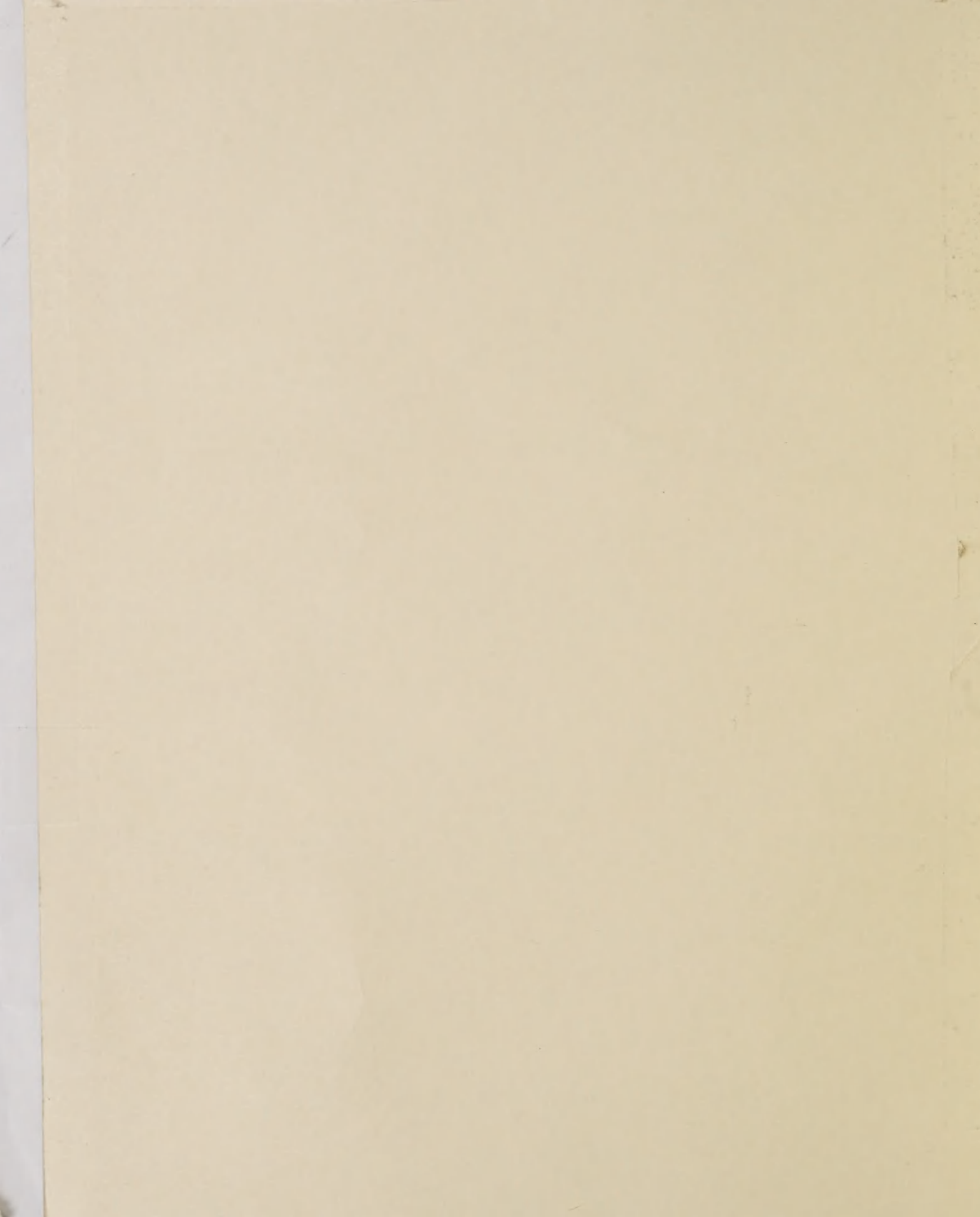


Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.



2 HD 1751
5532

Small-Scale Agriculture Today

Office for Small-Scale Agriculture



SPRING 1996

U.S. Department of Agriculture - Cooperative State Research, Education, and Extension Service

Agricultural Research For A Better Tomorrow

AT ISSUE... COOPERATIVE MARKETING

By working together to market their products, small farmers can overcome the imbalances they face in a marketplace dominated by large buyers. Cooperatives enable farmers to work together to bargain for a fair price. They also enable farmers to deliver products in uniform lots and in the quantities needed to fill large orders.

A cooperative is a user-owned, democratically controlled business in which members receive benefits in proportion to their use of the organization's services. A cooperative is an association of people as well as a business. As an association of people, a cooperative follows democratic principles in electing its delegates and board of directors to govern the association's affairs. As a business, a cooperative must be managed according to sound business principles.

One characteristic of a successful business organization is adequate capitalization by the membership. Another is the selection of a qualified manager who is experienced in running a business and can make sound business decisions. A third is a good governing system in which board members are elected to oversee the affairs of the organization.

Cooperatives typically are incorporated under State cooperative laws. In some instances, they may be incorporated under general corporation laws, but their bylaws are written so that they conduct business on a cooperative basis.

Incorporating under nonprofit association laws is not appropriate for cooperatives. This is because in a cooperative, any profits are returned to the members based on the basis of use. In a nonprofit association, all earnings must remain within the organization and, upon dissolution, be transferred to another nonprofit association. This is difficult for many groups to understand because they often start as general associations for sharing information on production techniques and marketing strategies. However, when actual business transactions are undertaken, a different legal form is required.

One of the hallmarks of cooperatives is their emphasis on quality. A cooperative's grading operations group produce or live-

stock into lots that purchasers can identify as sources of dependable quality products. Attention to this grading and packaging in identified markets creates repeat customers. (Comments of Randall E. Torgerson, Deputy Administrator, USDA, Cooperative Services, Rural Business-Cooperative Service, Washington, DC 20250)

For More Information on Cooperative Services

Contact: USDA/RBCDS Cooperative Services, Ag Box 3255, Washington, DC 20250-3255; telephone: 202-720-6483; fax: 202-720-4641

UPDATE YOUR MAILING ADDRESS NOW!

If you want to continue receiving Small-Scale Agriculture Today, we must have any address changes now! We will be updating our mailing list. The Postal Service will no longer deliver mail to old rural addresses, only street addresses. Please send your old address label plus your new address label to the Office for Small-Scale Agriculture (OSSA) so that we can make corrections. Send to Bud Kerr, USDA-OSSA, Ag Box 2244, Washington, DC 20250-2244. Thanks!

TOPICS AND TECHNOLOGY

Rustproof Beans - Three new half-runner snap beans have been developed to resist the rust fungus *Uromyces appendiculatus*. That should please gardeners and commercial growers, especially in the Appalachian region. For more information, contact: J. Rennie Stavely, USDA-Agricultural Research Service, Molecular Plant Pathology Laboratory, Room 252 Building 011-A, BARC-E, Beltsville, MD 20705-2350; telephone: 301-504-6600.

Good Advice - "More is never enough. The trick is to enjoy the things that don't cost much: a sunny day, a juicy grapefruit, a library book." (Author unknown)

Rural Living Handbook - A *Guide to Small-Scale Agriculture and Rural Living* is a 108-page book with articles of general interest. The cost is \$5. Contact: Rich Rhodes, Turkey Creek SCD, 1626 Highway 50 West, Pueblo, CO 81008; telephone: 719-543-8384.

Smart Eating - Two books that live up to their names and are concise, complete manuals for people who want to eat well and enjoy their food but don't have lots of time to spend at the grocery store or in the kitchen:

- *Quick & Healthy Recipes and Ideas*, 262 pages, \$19.45.
- *Quick & Healthy Volume II*, 262 pages, \$19.45.

To order, contact: Brenda J. Ponichtera, Scale Down Publishing, 1519 Hermits Way, The Dalles, OR 97058; telephone: 541-296-5859, fax: 541-296-1875.

New Organic Directory - The 1995 edition of the *National Organic Directory* is available. This 404-page guide costs \$40.95 and includes more than 1,000 listings. Contact: CAFF, P.O. Box 464, Davis, CA 95617; telephone: 1-800-852-3832.

Miniature Horses - According to the American Miniature Horse Association, any horse that exceeds 34 inches in height is *not* a miniature horse and is not eligible for registration. Want more information? Contact: The American Miniature Horse Association, Inc., 5601 South IH 35W, Alverado, TX 76009; telephone: 817-783-5600.

Tillers Offer New Catalog - The Tillers International expanded *Catalog of Workshops and Activities for 1996* is available. Included are listings of over 50 classes that teach practical skills for working oxen or draft horses, low-capital farming, blacksmithing, etc. For information contact: Dick A. Roosenberg, Tillers International, 5239 South 24th Street, Kalamazoo, MI 49002; telephone: 1-800-498-2700.

I Heard - A kid's toy (pinwheel on a shaft), if inserted into a "mole hole" tunnel, will vibrate from the wind moving the pinwheel. These vibrations "bug" or disturb resident moles enough to prompt them to vacate your lawn! (Note: Periodically check to make sure the shaft only touches the tunnel floor so vibration is possible.)

Crafts Directory - *The Directory of Arts and Crafts* lists over 1,500 events in eight Southeastern States occurring from July 1996 through June 1997. The cost is \$14.95. Contact: Philip L. Reed, Arts, Bartering & Crafts, 1625 Whites Mill Road, P.O. Box 5388, Maryville, TN 37802-5388; telephone: 423-983-1374.

Very Few - Less than 2 percent of the Nation's labor force is employed in production agriculture.

Summer Course - The University of California-Davis is offering a summer course in Sustainable Agriculture: Principles and Practices (ASE 192). The eight-unit course is being offered on a pass-no pass basis for \$613. For information and application materials, contact: Mark Van Horn, Student Experimental Farm, Department of Agronomy, University of California, Davis, CA 95616; telephone: 916-752-7645.

Colorado Potato Beetles - They are the potato's worst insect pest in the United States and Eastern Europe. U.S. farmers spend about \$150 million a year to keep them in check.

Gardening - The 1996 *Garden Guide* of Ferry-Morse Seed Company is loaded with information. To get your free copy, contact: Ferry-Morse Seed Company, P.O. Box 488, Fulton, KY 42041-0488; telephone: 1-800-283-3400, fax: 1-800-283-2700. Also, a hotline is available for helping you grow your garden! Telephone: 1-800-283-6400.

Do You Need - Information about *The Effect of Plant Density on Hot Pepper Growth, Yield and Soil Loss Prediction?* To obtain the publication, contact: Patrick Igbokwe, Alcorn State University, Norman, MS 39096; telephone: 601-877-6542.

Lots of Titles - The Book Rack now has access to over 1,500 books on most animals. For a free listing or more information, contact: Joe A. Haid, Rt. 1, Box 32, Forestberg, TX 76239-9706; telephone: 817-964-2314.

Jobs in Horticulture - For a free report and more information, send a self-addressed, number-10 envelope to Jack Ferrell, 558 S. Hanover Street, Suite 2 - SSAG, Carlisle, PA 17013-3918; telephone: 1-800-428-2474.

Deer Question - How long do deer live? (A) 3 years (B) 8 years (C) 12 years (D) 15 years. The answer is somewhere in this newsletter.

Ag Land Preservation - Maryland's agricultural land preservation program is tops in the Nation! At present, 14 States have agricultural land preservation programs.

Free - A 10-page factsheet on shiitake mushroom production. Contact: Kerr Center, P.O. Box 588, Poteau, OK 74953; telephone: 918-647-9123.

Getting Started in Farming - In his new 181-page book, *Farmers for the Future*, Dan Looker shares his interest in helping young people find a realistic, practical way to get started in farming. The book costs \$23.95. Contact: Bev Fisher, Iowa State University Press, 2121 South State Avenue, Ames, IA 50014-8300; telephone: 1-800-862-6657, fax: 515-292-3348.

Internships - Appropriate Technology Transfer for Rural Areas (ATTRA), which provides information on farms in the Northeastern, North Central, Southern, and Western United States, is offering internship opportunities for 1996. The telephone number is 1-800-346-9140; ask for Internships/Apprenticeships/Sustainable Curricula.

Onion Maggots and Thrips - There are few insecticides that effectively control these pests, because they are protected within the plant. The most practical measures are cultural practices, such as keeping weeded areas around the field mowed and pulling infected plants.

Available - The Southern Illinois University at Carbondale (SIUC) has released the new third edition of the *Compendium of Herbicide Adjuvants*. The pamphlet, which costs \$2.00, organizes by type the hundreds of adjuvants currently available on the market. Contact: George Kapusta, SIUC Belleville Research Center, 2036 Charles Lane, Belleville, IL 62221; telephone: 618-453-2496.

How Do You Know? - A 12-page publication, *Conduct Your Own Garden Research*, will help you do your own research from set-up and design to making observations, recording data, interpreting results, and drawing conclusions. The cost is \$1.50. Contact: University of Idaho, Ag Communications, Publications, Moscow, ID 83843; telephone: 208-885-6436.

Diversity - "Being in as many things on a small scale never lets you make it really big on one thing, but it also doesn't allow you to lose really big." (Gary Gee, *The Great Lakes Vegetable Growers' News*, January 1996, p. 28)

Young People - If you start investing small amounts of money each month while you're in your late teens or twenties, it will translate into big dollars down the road. A key reason is that your earnings have time to compound over the years.

And Always - Get as much training and education as you can so your knowledge and skills stay up to date.

Boohoo - You may be shedding tears this year because of the expected higher prices for Georgia's Vidalia onions. Sources in Tattnall County, where half the \$50 million U.S. crop is grown, indicate that the freeze damage in 1995-96 may have reduced yields by as much as 50 percent.

Veggies - The United States exported approximately \$1.1 billion worth of fresh vegetables last year, an increase of 17 percent from 1994.

May 6-12 - Celebrate National Herb Week! Herb of the year for 1996 is *Monarda*.

Save Money - To get a free newsletter filled with money-saving tips, strategies and freebies, send a long, self-addressed, stamped envelope. Contact: Melodie Moore, *Skinflint News*, P.O. Box 818, Palm Harbor, FL 34682; telephone: 813-785-7759.

F.Y.I. - Book news for parents:

- *Tips for Working Parents: Creative Solutions to Everyday Problems*, 144 pages, \$11.90.
- *Baby-Safe Houseplants and Cut Flowers: a Guide to Keeping Children and Plants Safely Under the Same Roof*, 192 pages, \$16.90.
- *Food to Grow On: A Parent's Guide to Nutrition*, 240 pages, \$12.90.

To order, contact: Storey Communications, P.O. Box 445, Pawnee, VT 05261-9988; telephone: 1-800-441-5700.

Pea Pickin' Pointers - Remember, the quality of peas deteriorates when they become starchy. This occurs after harvest, particularly if the weather is warm. Precooling will slow down this change.

Also - Shelled peas suffer more rapid loss of quality than do peas in the pod.

How To - A hardened plant may be produced by subjecting it

to cool weather or insufficient water, since both prevent rapid growth.

Recycling - You and I must do more! Remember, waste—
not garbage—is now a commodity that sells!

Want Sales? - Then, get on the other side of the counter and be the first to spot important marketing trends—like any consumer!

Answer - Deer in controlled situations have been known to live 15 to 20 years! However, it is unusual for a deer in the wild to live more than 10 years, because its teeth usually wear out during the eighth or ninth year.

Be Alert! - Series EE Savings Bonds issued since December 1965 stop paying interest after 30 years. This is known as the "final maturity" - and at that point, you'll owe income taxes on all the interest you've earned. For free help, send a postcard to the Bureau of Public Debt, Savings Bond Operations Office, Parkersburg, WV 26106.

Organic Brew - Want special coffee? If your answer is "yes," you must learn about suppliers of organic coffee beans. Contact: Holly Givens of the Organic Trade Association, P.O. Box 1078, Greenfield, MA 01302; telephone: 413-774-7511, fax: 413-774-6432.

Look No More - Here's the best way to get a free copy of some favorite African-American community recipes that relied on pork. Send a self-addressed, stamped, business-size envelope. Contact: Ann Rehnstrom, *Living High on the Hog*, P.O. Box 10383, Des Moines, IA 50306; telephone: 515-223-2622.

Income Tax Help? - Call the Internal Revenue Service (IRS) information number: 1-800-829-1040.

Black Walnuts - *Black Walnut: The History, Use, and Unrealized Potential of a Unique American Renewable Natural Resource*, by Bob Chenoweth is a 300-page book that costs \$28.95. Contact: Sagamore Publishing, P.O. Box 647, Champaign, IL 61824-0647; telephone: 1-800-327-5557.

CHANGE: CLEVER OR STUPID?

"The Census Bureau, looking for ways to accommodate a \$4.6 million budget cut, is considering a change in the definition of a farm unit that could cut the official number of farms almost in half. It would define a 'farm' as one with agricultural production that is worth more than \$10,000 a year. The current cutoff is \$1,000 during a year. If it is adopted over what could grow into controversy, the new definition would be the first change since the numbers of farms was first counted in 1850. The principal effect of the proposal would be to reduce the number of farms by about 47 percent from today's 2.06 million to a somewhat more realistic census of about 1.1 million farm operations." (Reprinted with permission of James C. Webster, Editor. Excerpted from *The Webster Agricultural Letter*, Volume 2, No. 24, Washington, D.C., December 15, 1995)

CALENDAR OF EVENTS

April 13-17, 1996 - Celebrate National Garden Week! The 1996 flower of the year as proclaimed and promoted by the National Garden is the Sunflower.

May 4-5, 1996 - The Maryland Sheep & Wool Festival, Howard County Fairgrounds, West Friendship, Maryland. The festival features workshops and classes, vendors of crafts, equipment and food, sheep dog trails and more. Contact: Leslie Bauer, P.O. Box 99, Glenwood, MD 21738; telephone: 410-531-3647.

May 11-16, 1996 - 8th International Lupin Conference, Monterey, CA. Contact: Conference & Event Services (Lupin), University of California, Davis, CA 95616-8766; telephone: 916-757-3331, fax: 916-757-7943, email at jcbarnes@ucdavis.edu.

May 14-16, 1996 - Aquatic Weed Control, Aquatic Plant Culture and Revegetation Short Course, Fort Lauderdale, Florida. Topics include plant identification, plant propagation and revegetation, biological control of weeds and herbicide technology. Contact: University of Florida, IFAS Office of Conferences; telephone: 904-392-5930; fax: 904-392-9734.

May 23-25, 1996 - People-Plant Interactions in Urban Areas, A National Symposium, San Antonio, TX. Contact: Jayne M. Zajicek, Horticulture Science Department, Texas A&M University, College Station, TX 77843-2133; telephone: 409-845-4482; fax: 409-845-0627.

June 8-10, 1996 - Pacific NW Herbal Symposium 96, Portland, OR. Contact: Sharol Tilgner, P.O. Box 279, Creswell, OR 97426; telephone: 541-895-5174.

June 13, 1996 - Virginia Strawberry/Raspberry Day, Orange County, VA. Contact: Herbert D. Stiles, Southern Piedmont Agricultural Research and Extension Center, Route 3, Box 60, Blackstone, VA 23824; telephone: 804-292-5331; fax: 804-292-5623.

June 20-22, 1996 - Cultivating Community Success, Lincoln, NE. Contact: Heartland Center for Leadership Development, 941 O Street #920, Lincoln, NE 68508; telephone: 402-474-7667.

July 13-17, 1996 - 1996 Ohio International Floral Short Course (more than 150 educational seminars), Cincinnati, Ohio. Contact: Ohio Florists' Association, 2130 Stella Court, Suite 200, Columbus, OH 43215-1033; telephone: 614-487-1117; fax: 614-487-1216; e-mail: ofa@ix.netcom.com; Home Page URL: <http://www.ofa.org>

July 18-20, 1996 - Great Celebration Mule Festival, Calsonic Arena, Shelbyville, TN. Contact: Cathy Neal, Box 1010, Shelbyville, TN 37160; telephone: 615-684-5915.

July 11, 1996 - Virginia Blackberry/Blueberry Day, Blackstone, VA. Contact: Herbert D. Stiles, Southern Piedmont Agricultural Research and Extension Center, Route 3, Box 60, Blackstone, VA 23824; telephone: 804-292-5331; fax: 804-292-5923.

August 10-18, 1996 - IFOAM: International Federation of Organic Agriculture Movements, Organic Agriculture in Copenhagen, August 1996. Contact: IFOAM '96, Blegdamsvej 4, DK - 2200, Copenhagen N, Denmark, telephone: + 45 35 37 2096; fax: + 45 35 37 4096; email: foam96@login.dknet.dk.

USDA/CSREES	30
Office for Small-Scale Agriculture	
Ag Box 2244	
Washington, DC 20250-2244	96